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If Rumors Were Horses

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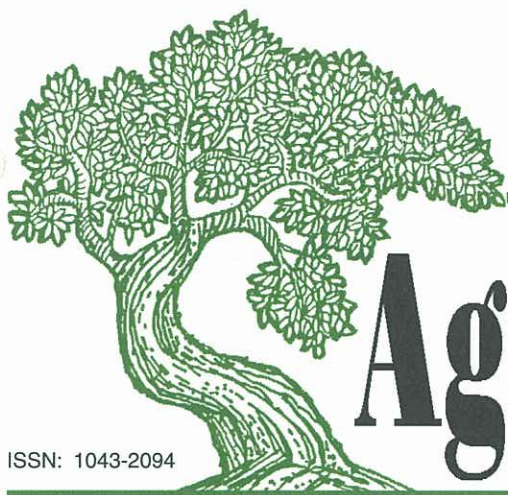
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Against the Grain

"Linking Publishers, Vendors and Librarians"

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E-commerce — A Collection Development Perspective — Part 1 — Identification and Selection

by **K. Mulliner** (Ohio University Libraries, Collection Development Coordinator & Asst. to Dean, "Owner" CORMOSEA & cap-sea Electronic Mailing Lists, Athens, OH 45701-2978, USA; ph: 740-593-2707; fax: 740-593-2708) <mulliner@ohiou.edu>

Collection development and e-commerce individually cover a multitude of sins. Collection development or management today consists of providing users or clients with access to a significant piece of the world of knowledge. Gone is the goal of the right book for the right reader at the right time. Today's ideal could be borrowed from the **U.S. Army Special Forces**, "Anything, any time, any place, any how." E-commerce is an equally expansive term. *Wired* magazine's *Encyclopedia of the New Economy* (<http://www.hotwired.com/special/ene/index.html>) defines it as "doing business on the network." Such breadth makes e-commerce indistinguishable from commerce, as supermarkets and clothing franchises tightly network the

product on the shelves, purchases, deliveries, and warehousing. E-commerce can deal with the use of a network (especially the Internet) in the identification and selection of the information to be acquired, possibly the delivery of resources, and the payment for the materials. This treatment focuses on the former, part 2 will focus on the latter (someone else will be left to deal with Mr. In-between), and part 3 offers a future wish list.

Identification and Selection

Firm Orders

For the public as well as libraries, **Amazon.com** has been the leader in providing



online firm order service. Coupled with expedited delivery (using the U.S. Mail), even remote corners of the nation (such as Appalachian Ohio) have access to a bookstore the likes of which would have been available earlier only in the

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If Rumors Were Horses

YBP has signed a letter of intent to acquire **Lindsay & Howes**, the distinguished UK bookseller to US academic and research libraries, according to **Glen Secor**, President, YBP. **Miriam Lindsay** and **Bernard Howes**, along with their fine staff will join the YBP team. The status quo will be maintained through 1998 (YBP will continue to operate their UK branch in Southampton and Lindsay & Howes will continue to operate from their offices in Godalming.) However, during the first half of 1999, YBP's Southampton operation will be merged into Lindsay & Howes, thereafter conducting all

YBP UK business out of Godalming and under the name **Lindsay & Howes**. So, the fantastic duo of Miriam and Bernard will have responsibility for all YBP operations in the UK! Godalming is not terribly far from Southampton and

Glen says that they have asked all current YBP personnel in Southampton to transfer to Godalming when the time comes. You might want to re-read **Pam Censer's** excellent interview with Miriam and Bernard in *ATG*, v.9#6, pp.30-31 (Dec.1997/Jan 1998).

Vernon W. Cain, Chief Executive Officer & Manager
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aging Director, **Information Services Group, Dawson Holdings PLC**, announced on October 2 that **Dan Tonkery** will assume an expanded role in his capacity as Director of ISG Marketing while **Alan Nordman** will assume day-to-day responsibilities for running the ISG Subscription operations. This important organizational change represents ISG's commitment to the development of innovative Web-based information access solutions and other products that effectively serve the library community today as well as tomorrow. "Dan's many years of experience and background in developing and marketing cutting-edge product solutions for the library community make him the ideal choice to expand ISG's modern focus and bring our marketing efforts to the forefront," said Vernon Cain. He further added, "As a company we need to focus more closely on meeting current client expectations in this fast-changing global information supply market, and Dan is the right person to help us with that challenge." In his expanded role, Tonkery will be responsible for the continued development, successful introduction and long-term marketing of the company's flagship product—**Information Quest (IQ)**. He will also assume responsibility for the future development of ISG's Web-based products as well as general product lines and new service development. IQ Development, Marketing, and Publisher Relations will continue to report to Tonkery. Mr. Tonkery has had a long and successful history in online product development, having played a key role in the innovation of major online serials control products, including the Orion system at UCLA, and the online technical services system at the National Library of Medicine. He has also held several high-level positions in the library services industry, including President and CEO of Readmore, Inc., for ten years, and most recently, President and Chief Operating Officer of The Faxon Company. **Alan Nordman** will assume the position of Director of ISG's Subscription Operations, which includes **The Faxon Company** (Massachusetts and Illinois Service Centers), **Turner Subscription Agency**, **Faxon Canada Ltd.**, **Dawson España, S.L.**, **Dawson France**, and **Dawson UK**. In addition to his new role, Nordman will continue to assume responsibility for ISG Information Technology divisions. Reporting to Nordman will be **John Ashby**, Executive Vice President and General Manager for Faxon Canada, Ltd.; **Tom Gallina**, Vice President and General Manager for Faxon (Illinois Service Center) and Turner Subscription Agency; **Susan**



Bragg Kalalas, Vice President and General Manager for Faxon (Massachusetts Service Center); **Bernard Pope**, General Manager, Subscription Operations, Dawson UK; **Georges Delestaing**, General Manager, Subscription Operations, Dawson France and Spain; and **Roy Reinalda**, Executive Vice President of Sales, Faxon U.S. and Turner. Also reporting to AI will be **Ian Best** as the newly-appointed Vice President, Subscription Systems. **Alan Benton** remains as Manager, UK Book Systems. "This change will allow us to further focus on improving our operating efficiencies and continued service enhancements in much the same way as creation of our worldwide book operation has done," commented Cain. **Dawson Holdings PLC**, originally founded in 1809, and now one of the world's largest information services organizations, is a publicly traded UK company with annual sales well over \$1 billion (US\$).

Wolters Kluwer has reached an agreement with founder **Mark Nelson** and other significant shareholders to acquire their stake (a majority of the outstanding shares) in **Ovid Technologies, Inc.**, New York. Wolters Kluwer is offering US\$24.59 per share for the remaining public shares of Ovid, a publicly traded company on NASDAQ. The acquisition price of the company will be approximately US\$200 million. The offer is conditional on Wolters Kluwer receiving the usual regulatory clearances in the USA. Ovid is a leading provider of subscription-based electronic information services to (primarily) medical and scientific markets. Ovid develops sophisticated search engines and software for research-intensive institutions and bundles this technology with fulltext journals and bibliographic databases. This information is licensed from many publishers, societies and database providers and is channeled to customers through CD-ROM products and online services. Ovid's annual sales in 1997 on a reported pro forma basis amounted to US\$37.4 million. In the first half of 1998

revenues increased (on the same basis) 21.3% to US\$ 21.8 million. Operating income improved in the first six months of 1998 (on a pro forma basis) 38% to US\$ 3.2 million. The company has almost 200 employees. Ovid will remain a standalone company, maintaining existing management, with the **Wolters Kluwer International Healthcare Division** and will continue to partner with other information providers in medical/scientific markets. **Wolters Kluwer** has a sales level considerably over Dfl. 5 billion and has almost

15,000 employees. <www.wolters-kluwer.com/pressreleases/>. (ATG interviewed **Mark Nelson** in September 1996, v.8#4, pp. 29-30.)

EBSCO has announced the cessation of business of **EBSCO Document Services (EBSCOdac)**, their traditional document delivery business, effective September 25. All outstanding orders will have been canceled by September 30. Speaking about the cessation, **J.T. Stephens** said: "Our decision comes after significant deliberation and with regret. EBSCO acquired a business providing document delivery in the traditional manner in 1994. Since then, we have reengineered operations to enhance performance. Major systems reengineering has been an ongoing, yet unfinished, process. Our decision stems from our sense of industry transition, and a judgment of unacceptable economics. In today's world, a document delivery company faces government-subsidized competition, increasingly costly and restrictive publisher licensing, and the need for significant technical investment with very low cost/revenue margins to provide a return on this investment." Speaking about future plans, **Mr. Stephens** continues, "**EBSCO Information Services** has medium-term plans, with no specific target date, for offering an alternate form of document delivery. We believe that buying information by the document is useful and has a future, but that document delivery will migrate to immediate electronic access from publisher-licensed electronic storage. EBSCO is currently releasing an acquisition and access service for online journal subscriptions, **EBSCO Online**, which will either store or remotely access fulltext content for subscription customers. Over time, we will be extending our systems and publisher licensing to make **EBSCO Online** an electronic document delivery source. Also in the future with no specific target date, EBSCO may make available

for customer convenience, the ability to place from E B S C O 's online products a document order which will be forwarded to a third-party document supplier."

There is an interesting analysis, "Document Delivery Field Continues to Shrink with Demise of EBSCO Document Services," by **Barbara Quint** on the **NewsBreaks**, www.infotoday.com/newsbreaks/nb0921-2.htm.

Gale Research has merged with **Information Access Company (IAC)** and **Primary Source Media**, two companies within **The Thomson Corporation** that also are international leaders in the electronic and reference publishing arenas. The new company's

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James Edwards (1787-1816) was an English bookseller who achieved fame and riches traveling throughout Europe buying and selling books. Upon his death in 1916, in accordance with his wishes, he was buried in a coffin of wood made from his own bookshelves.

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name is **The Gale Group** and will be located in Farmington Hills, Michigan, a suburb of Detroit and the current headquarters of **Gale Research**. **Allen Paschal**, formerly IAC president, is now CEO of The Gale Group and **Dedria Bryfonski**, formerly CEO of Gale Research, is now president, Library Education Group of The Gale Group. **David Lucas**, CEO of **Primary Source Media**, will manage Gale Group operations in Europe as well as directing the former Primary Source Media operations in the U.S. and England. The integration of Gale Research with the two other companies is, of course, a significant step in the lives of all of us. In a memo to Gale customers and users, **Paschal** and **Bryfonski** assure us that the companies will continue to support all of their current products and that all subscriptions will be honored. "There will be no abrupt changes ahead, only the promise that Gale's editorial expertise and its authoritative databases, combined with the currency and contextual richness of IAC's periodical content and the depth of digitized primary research material from Primary Source Media, will lead to a new generation of compelling new products that are more powerful and comprehensive."

And more on Thomson. **Thomson Business Information** has created the **Thomson and Science and Technology Group (TST)** which combines **Derwent Information (London)** and the **Institute for Scientific Information (Philadelphia)**. **Michael Tansey**, currently President of ISI, will be the CEO of Thomson Science and Technology. **Martin Nathan** will continue as Managing Director of Derwent Information reporting to Tansey. **Leslie Singer**, currently Sr. Vice President and Publisher, ISI, will be appointed to the new position of President & COO of ISI. Commenting on his plans for the new Thomson Science and Technology group, Tansey said, "We do not intend to merge the two companies. Instead, we believe the synergies we are seeking can be achieved by simply aligning the two organizations under a common management structure. By joining forces, Derwent and ISI will more rapidly achieve their respective business development goals." With annual revenues of nearly US\$6 billion, The Thomson Corporation (TTC) is one of the world's leading information and publishing companies. TTC's common shares are traded on the Toronto, Montreal and London stock exchanges. For more information, visit TTC's Internet site at www.thomcorp.com.

The Dialog Corporation is moving its

U.S. headquarters from Mountain View, California, to Cary, North Carolina. The move is seen as a way to merge operations and will affect 150 employees that are now based in Mountain View and Philadelphia. To read more about this, go to www.newsobserver.com (The Raleigh, North Carolina, newspaper, the *News & Observer*), or www.infotoday.com/newsbreaks/nb0921.1.htm.

This is from **The Wall Street Journal Interactive Edition**. On Oct. 6, 1998, **Lycos** agreed to acquire **Wired Digital** for \$83 million, another step in its push to expand its presence as a Web portal site. The deal completes the split of **Wired Ventures**, an online pioneer that founded **Wired** magazine. For the complete story, see <http://interactive.wsj.com/articles/SB907676276408065500.htm>.

Jeffrey Wilhite is working on *The International Biographical Directory of National Archivists, Documentalists, and Librarians*, second edition (for **Scarecrow Press**, publication date, May 2000). The first step in surveying all of the national librarians/archivists/documentarians, was deciding which countries to survey—but before deciding that he had to figure out how many countries there were in the world in the first place. He said it wasn't easy. Look at the results in **International Dateline**, this issue, p.88.

SKP Associates celebrated its 20th anniversary on Thursday, September 10, at the Sculpture Garden of the **National Arts Club**. I wish I could have been there! Congratulations, **Sandy Paul**, and may there be many more years of **SKP Associates!** <skpassoc@internetmci.com>

The fabulously splendid and smart **Karen Hunter** (Elsevier) and her husband Pat are off for an eight-day meeting in Vienna. She says she's never been there and is looking forward to it! And when we see her in Charleston we will be able to ask her all about it!

Connie W. Koury has joined **Baker & Taylor** in the position of Vice President of Marketing, Baker & Taylor Books, Customized Library Services, Electronic Business and Information Services and Replica Books. She will also be instrumental in coordinating **Baker & Taylor's** corporate communications and establishing marketing strategies for each market segment. Connie is the former Vice President of Marketing with **Zenith Electronic Corporation** where she

spearheaded the company's strategic planning efforts as well as directed market research, advertising, marketing services, creative and pricing. She was also Senior Vice President of Sales and Marketing for **Capital City Distribution** and a Manager of Marketing--Special Markets for **Miller Brewing Company**. The awesome **Pamela R. Smith**, Senior Vice President of Sales and Marketing for B&T says: "Connie has the expertise and creativity to lead **Baker & Taylor's** marketing efforts into the year 2000."

The world's oldest library still in existence is The Biblioteca Capitolare in Verona, Italy, which was founded in the sixth century. The library's collection consists largely of religious, literary, and historical manuscripts, including those of the classical writers, Pliny (23-79 A.D.) and Catullus (84-54 B.C.).

And speaking of **Baker & Taylor**, I recently went to **SEBA (Southeastern Booksellers Association)** with the fantabulous **Angie LeClerc** (Director, Daniel Library, the Citadel) who was promoting her deceased mother's two wonderful books, *Mrs. Whaley's Garden* and *Mrs. Whaley Entertains* (JUST published) for **Algonquin Books**. Anyway, spent all kinds of time with the gracious, vivacious, and very smart **Shannon Ravenel**

and **Katharine Walton** of Algonquin. AND I also met up with **Bob Doran** (Senior Vice President, EBIS) who told me all about **TitleSource II**, part of **Electronic Business and Information Services (EBIS)**, a unit of **Baker & Taylor**. **TitleSource II** is available on the Web and is updated daily and features the most accurate information on 1.9 million U.S. forthcoming, in-print, and out-of-print book titles searchable by book summaries, table of contents for keyword searches, book reviews, specific industry classifications, book jackets, and availability. Bob will be discussing **TitleSource** at a concurrent session during the upcoming **Charleston Conference**.

American publishers applauded the news that the Iranian Foreign Minister and President have formally dissociated their government from the death threat imposed on author **Salman Rushdie** almost ten years ago by the **Ayatollah Khomeini**. Former Congresswoman **Pat Schroeder**, President and CEO of the **AAP (Association of American Publishers)**, expressed the hope that "the government of Iran, in repudiating the death sentence, intends to take positive steps to see that the bounty is withdrawn." AAP was an organizer and co-founder (with PEN) of the **U.S. Committee for the Defense of Salman Rushdie**, and has been involved in efforts to defend Rushdie, his publishers, and others who were threatened as a result of their con-

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nection to the publication of *Satanic Verses*. **Will Schwalbe** (Hyperion), chairman of AAP's **International Freedom to Publish Committee**, expressed satisfaction at the Iranian government's statements. "However," he added, "we remain concerned about freedom of expression issues in Iran and elsewhere, and hope that this will presage better cultural relations between writers and publishers in the United States and Iran, and around the world."

Wolters Kluwer has successfully concluded its cash tender offer for all shares of **Plenum Publishing Corporation** (NASDAQ: PLEN) at US\$73.50 per share. The offer was scheduled to expire July 15, 1998, and as of that date, approximately 3,252,000 Plenum shares (92.6%) have been tendered, satisfying the offer's minimum condition that a majority of Plenum shares (1,755,126) be tendered. All necessary governmental approvals have been received. See <http://www.wolters-kluwer.com/pressreleases/980716.htm>.

Let's see. Was talking to the terrific **Danny Jones** <djones@ottosvc.com> the other day. Did you know that Danny was born in Charleston at the old St. Francis Hospital of all things! He even has a brother and two sisters who live on the Isle of Palms and Mt. Pleasant respectively! What a small world! Well, by now you must all know that Danny has left medical libraries and is now with **Harrassowitz** which has moved from Columbia, MD, to Mobile, Alabama. He says that he and **Pat Rogers** will be continuing the Harrassowitz tradition in North America now that **Jane Maddox** has retired. Of course, it took TWO people to fill those awesome shoes! Danny tells me that Mobile has a large German-speaking community and that there are a lot of German industry people there since there is a Mercedes Benz plant nearby. Anyway, Danny and Pat are consolidating files, have bought a server with more capacity, traveled all over the place with **Knut Dorn**, and are learning the business side of the library world. They are especially excited that **Harrassowitz** and **Casalini** are the two authorized agents for **Stanford's Mike**

Keller's HighWire Press worldwide. If you want to know more, visit <http://www.harrassowitz.de>.

Choice's second **Web review issue** was published August, 1998. Do you have it yet? Like I told you earlier, we keep copies on our

desks. "The second volume, just published, is broader and more systematic. This is a cumulative volume containing reviews of over 480 sites. Of these, 90 are new reviews and the rest are updates or reprints of reviews published during the past 12 months." These words come from **Irv Rockwood's** interview in the Sept. *ATG*, pp. 35-37. Have you read it?

According to *Time* magazine, 3 August, Business section, the Texas Supreme Court is suing **Nolo Press** (Berkeley, Calif.; projected 1998 revenues: \$9.5 million) for prac-

Some years ago, a European publisher issued a book titled The Memoirs of an Amnesiac that contained only blank pages. When a New York publisher subsequently issued The Nothing Book containing only blank pages, he was sued by the European blank-page publisher. The accusation was promptly rejected; the judge ruled blankness is in the public domain.

ticing law without a license. **Nolo Press** has published over 150 legal self-help books and is stocked by most public and many academic libraries. "We consider them the best books about law for laypeople," says **Margaret Leary**, law library director at the U of Michigan.

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Marcia Romanansky has left Blackwell's.

Dina Giambi (Assistant Director for Library Technical Services, University of Delaware Library) <Dina.Giambi@mvs.udel.edu> writes that she was interested in **Janet Flowers'** and my surveys of credit card use in libraries on **ACQNET**. She wanted us to know that the **ALCTS Acquisitions Section's Acquisitions Organization and Management Committee**, (Dina is chairing it for the second year!) has received approval for a two-hour program at **ALA** in New Orleans entitled "Charge It! Going Plastic in Acquisitions!" **Josie Williamson** (I remember when she was at the **Citadel** here in Charleston!) is going to be one of the speakers. Be sure and come to the session in Charleston on November 5!

The incredibly energetic and on-top-of-it **Helen Ivy** (Marine Resources Librarian, College of Charleston) <ivyh@cofc.edu> (who has just returned from a big International Marine Sciences conference in ICELAND!) thought we should know about an important article by **Thomas J. Walker**, an entomologist at the U. of Florida, writing in *American Scientist* (Sept./Oct. 19948, pp.463-471) entitled "Free Internet Access to Traditional Journals." This article is also available over the World Wide Web at www.sigmaxi.com.

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org/amsci/amsci.html. Click on "Web Publishing: Who Pays?" to view the article which appears in several full-text sections.

Ned Kraft (Smithsonian Institution Libraries) <NKRAFT@sil.si.edu> — don't you just love his **Adventures in Librarianship** (see, for example, this issue, p.72)—recently announced on ACQNET that the **ALCTS Out-of-Print Discussion Group** has created its own listserv. All those interested in the topic of obtaining out-of-print materials are invited to join. To subscribe, send an e-mail message to: listproc@ala1.la.org. Leave the subject line blank. As the only line of text in the body of the message, enter the following: subscribe ALCTS-OPDG [Your First Name] [Your Last Name] substituting your own first and last name where appropriate. Do not include the brackets in your message. AND Ned and his lovely wife Sheila should be heading on their way for a long-awaited trip to France later this month. Have a great trip, y'all!

This is from the **collddev listserv**, from **Gerry Mckiernan** (Theoretical Librarian and Curator, CyberStacks(sm), Iowa State University) <GMCKIERN@gwgate.lib.iastate.edu> <http://www.public.iastate.edu/~CYBERSTACKS/>. The **American Chemical Society** and the **American Institute of Physics** began offering fulltext Web individual journal articles for sale over the Web, as noted in a summer issue of *The Seybold Report on Internet Publishing* — "Single articles are available for sale both to subscribers and to the general public, as well as to libraries, universities and other institutional customers." [June 1, 1998, v.2., no.10].

Well, this is a big change and I am sure it will be for the even better! **Carol Diedrichs** <diedrichs.1@osu.edu> has announced that *LAPT, Library Acquisitions: Practice and Theory* is changing its name to *Library Collections, Acquisitions, and Technical Services* (LACTS) with v.23 (1999). Writes Carol, "today, it is clear that acquisitions librarianship now encompasses a wide range of technical services activities and the journal reflects that expansion. As a result, I am pleased to announce a title change for the journal which reflects this shifting content." If you want to know more, go to the new LACTS Web page at — <http://www.elsevier.nl:80/>

inca/publications/store/2/9/3/

And — have just received word that it's official! **Carol Pitts Diedrichs** has been appointed Assistant Director for Technical Services and Liaison to the Regional Campus Libraries for the **Ohio State University Libraries**. Be sure and congratulate her when you see her in Charleston!

Wake Forest University has signed a contract with **Endeavor Information Systems** to provide its **Voyager Integrated Information Management System** to the university's three libraries — the Z. Smith Reynolds Library, the Professional Center Library for Law and Management, and the Coy C. Carpenter Medical Library. Introduction of the new system occurs as Wake Forest continues

its implementation of an extensive plan to increase the use of computer technology in and outside the classroom. Throughout the university, students have access to the university's network. As students enter Wake Forest, they are provided notebook computers and printers; students receive upgrades after two years.

And speaking of **Endeavor Information Systems**, they have received a letter of intent from the **University of Wisconsin System**. UWS will be installing the Voyager integrated library and information access system at all of its twenty-six campuses, replacing the current **Ameritech Classic NOTIS** and **KeyNOTIS** systems. This is the second statewide university system contract for Endeavor which added the **University System of Georgia** in June, 1998. Fourteen hub sites will be created for the UWS libraries which are located at two doctoral universities, eleven four-year plus graduate degree universities, and thirteen two-year colleges. The project will result in patron access to the holdings of the UWS libraries in the system as well as universal borrowing of material in the virtual collection. Said **Jane Burke**, President and CEO of Endeavor, "This is an excellent

opportunity for both organizations to partner in new technology. Together we're making the Virtual Library real in the state of Wisconsin." <http://www.endinfosys.com>

More about **Endeavor**. Marking their ninth consortium win, the **State of Washington Community and Technical College** system supported by the **Center for Information Services (CIS)** will replace their automated library system **Inlex** with **Voyager**.

More than 32 libraries in the state of Washington will now be able to share resources through Voyager. Among the key factors in selecting Voyager's smart design were — access to other libraries either individually or as a virtual union catalog, electronic hot links, and support for electronic documentation.

Alas and alack, **Thomas Bacher** (Purdue University Press) <bacher@purdue.edu> will not be at the **Charleston**

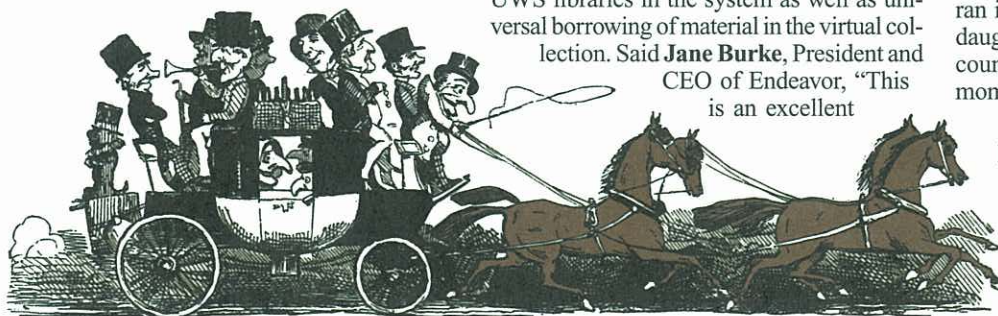
Conference. But he has sent us his latest contribution anyway, see this issue, p.66. But wait, he just wrote me and said that he might be coming after all. Let's look for him, okay?

Speaking of the **Charleston Conference**, there will be some people absent who are usually here. **Tony Ferguson** <ferguson@columbia.edu> for one is in China, of all things. And **Don Jaeger** <don@ajaeger.com> is in Aruba celebrating his twenty-first wedding anniversary with his wife! The nerve of him. But there are some people who haven't been here in a few years like **Joyce Ogburn** <ogburn@lib.odu.edu>, **Rosann Bazirjian** <rbazirji@mailier.fsu.edu>, **Inge Valentine**, and more! Why don't you look for them and say "hey!"

Heard from **Celia Wagner** <celia@acbc.com> who has been traveling all over the place in her first year with **Academic Book Center**. She says her most exciting trip was to Hong Kong (the first time she's seen Asia)! Meanwhile, in the US, she ran into **Edna Laughrey** while she and her daughter were taking their "big drive" across country. Said Celia, "it was a small world moment."

Was talking with the fantabulous **Freek Langhoff** the other day who is now with **Brill Academic Publishers** which has acquired the imprint of **Humanities Press**. The new company will retain the name Humanities Press and will, as a subsidiary of Brill AP, continue

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to operate as a separate entity. The following books and journals are included in the purchase -- all Humanities Press journals which include *Central European History*, *Journal of Phenomenological Psychology*, *Passages*, *Radical Philosophy Review*, *Research in Phenomenology*, *Review of Existential Psychology and Psychiatry*, *Studies in Practical Philosophy and Critical Sociology*. The books include all published and unpublished titles in the series *Studies in Central European History* and Petri's translation of the three volume *Hegel's Philosophy of Nature*. All business and inquiries relating to the Humanities Press journals and the books listed above will be carried out of the Boston office located at 112 Water Street, Suite 400, Boston, MA 02109. The phone number is 877-999-7575 (toll free) and 617-742-5277, and the fax is 617-263-2324. Brill AP assures customers that they will continue to receive their books and journal subscriptions with the highest possible level of customer service and that titles will be shipped in the same way as before. The publication schedule will, however, shift slightly. For further information, contact **Elizabeth Cushinsky** at the number above.

Heard from **Tom Mulak** (Vice President, Operations, **Mary Ann Liebert, Inc.**) who was at Plenum for nearly 30 years! Tom sends word of a new journal, *Cloning: Science and Policy*, due out in December. Also planned are six Liebert journals to be available online in 1999. For more information, go to www.liebertpub.com or call 914-834-3100.

The awesomely energetic **Birdie MacLennan** built and updates an excellent page helping those looking for ejournals that are available. Visit <http://www.uvm.edu/~bmacleenn/index.html>.

Did you see the *Chronicle of Higher Education*, for July 31, 1998? There is an article entitled "Off-Campus Users Hogging College PCs." **Sissy Ehrhardt** <ehrdardt@cofc.edu> (Director, Academic Computing at the College of Charleston) sure did. The article reports on the fact that many non-university types are walk-in PC users. "On many afternoons, every terminal was in use by a student too young to be a Rutgers student," reported a reference librarian at **Rutgers University** (who has co-

authored a paper on the subject). The article goes on to report that "the **Association of Research Libraries** found in 1996 that a majority of the 39 institutions that it surveyed were dealing with incidents of 'improper computer usage' at their institutions."

ARL is now doing a more formal survey to see how libraries are handling this problem.

The feature theme of this issue of **ATG** is "ecommerce." **Edupage**, 1 October, 1998 (a summary of news about information technology, provided three times a week as a service of **EDUCAUSE**), carried news of an article in *Computerworld*, 28 September 1998 by **Don Tapscott** (the technology and manage-

ment guru). Tapscott says that e-business communities which he defines as "networks of suppliers, distributors, commerce providers and customers that carry out a lot of com-

munications and transactions through the Internet and other electronic media" will replace today's state-of-the-art virtual corporation which is really just a transitional structure.

Here's more from that same issue of **Edupage**. **Torie Clarke** of the National Cable Television Association is quoted as saying that the cable TV industry is developing plans to provide this country's public libraries with free high-speed connections to the Internet, with the general goal of wiring all public libraries nationwide. Source: *Atlanta Journal-Constitution* 1 Oct 98.

There was a flurry of activity on some places on the Net in late September when news (rumors?) surfaced about **Reed Elsevier** selling **Lexis-Nexis** to **Microsoft Corporation**. According to **Jim Dillon** writing in the *Dayton Daily News* (September 25, 1998) Reed Elsevier has no plans to sell Lexis-Nexis despite reports overseas to the contrary. Several British newspapers and the **Dow Jones Newswires** had reported that Reed Elsevier may be looking for a partner or takeover candidate after its \$ 8.8 billion proposed merger with Dutch publisher **Wolters Kluwer** fell through this year over antitrust concerns. The rumors sparked a run-up in Reed Elsevier stock.

In a press release dated 30 September, 1998, that came over the law lib listserv — **William S. Hein & Co., Inc.** has agreed in

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OR EXCITEMENT?

Experience
about
540%
more
excitement

OR HAPPINESS?

Find
approximately
360%
more
happiness

OR MONEY?

Get
around
75%
more
money

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Rumors

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principle to acquire **Fred B. Rothman & Co.** Since **William S. Hein** and **Paul A. Rothman** have agreed to all phases of the alliance of the two companies, the transaction should be consummated some time during the next month. The merging of these two companies, with over one hundred years of combined service to the legal community, will enable them to better meet the diverse needs of the law library profession as we approach the twenty-first century. The two companies have had discussions with **James S. Heller**, President of the **American Association of Law Libraries**, and **Frank G. Houdek**, Chairman of AALL's **Committee on Relations with Information Vendors (CRIV)**. As a result of those discussions, a special committee from **William S. Hein & Co., Inc.** headed by **Richard J. Spinelli**, Vice-President of Sales & Marketing, will work closely with a task force of law librarians from CRIV and other appropriate AALL groups to insure a smooth, customer-friendly transition. Although the intention is to consolidate operations during the upcoming months, the two companies will continue to operate offices in both Buffalo and Denver. **Sheila M. Jarrett** and **Oscar J. Miller** of **Fred B. Rothman & Co.** will operate out of the Company's Denver office, which will be primarily responsible for editorial and bibliographic functions. **Paul A. Rothman** will remain active with the Company.

Copyright Clearance Center (CCC), the largest licensor of photocopy reproduction rights in the world, announced on September 30 that they have begun a distribution to U.S. copyright holders of \$2.5 million based on overseas photocopying of U.S. works. These funds were collected by overseas reproduction rights organizations (RROs) and have been forwarded to CCC without any identification of specific works or rightsholders. CCC will be distributing these "non-title-specific" funds directly to U.S. authors, other types of creators, and publishers on the basis of other, identified overseas uses of U.S. copyrighted works. Some rightsholders, including authors, will receive checks in the thousands of dollars. This distribution payment is the first of a series of such foreign distributions to be made by CCC, and is another example of CCC's commitment to compensating individual authors, other creators and publishers for uses of their copyrighted works. The vast majority of these non-title-specific payments will be divided 50/50 between authors and publishers. Included among the 3,300 authors who will receive royalties in this distribution are more than 1,000 academic and textbook authors. In general, authors as individuals are harder to locate than publishers. Therefore, CCC has developed an online system to facilitate author registration in CCC's

various licensing programs, which can be found at <http://www.copyright.com/authors>. "By registering with CCC the copyrighted works that they own, authors expedite the delivery of future payments and gain more exposure for their works. Registration with CCC is non-exclusive and free of charge. In addition, authors may set the copyright fees and certain other licensing terms for their works in U.S. markets," said **Daniel Gervais**, director of rightsholder relations, **Copyright Clearance Center**.

Heard from the awesome **Ellen Finnie Duranceau** <efinnie@MIT.EDU> who was home taking care of her sick daughter. Ellen has a book review (I always rush out and buy the book immediately!) in this issue, page 37.

The Book Marketing Handbook is a recognized classic in the literature of publishing, eighteen years after its publication by **R.R. Bowker**. The 18th anniversary is significant because it is the "chai" anniversary of the handbook's publication. In Hebrew "chai" is a combination of two Hebrew letters which spell the number 18 and is also the Hebrew word for life. When the 18th anniversary of its publication came up in September, author **Nat Bodian** (who I have never met; we have to remedy that, don't we, Nat?) sat down and penned a history of the trials and tribulations involved in getting the work written and published, and the unexpected events that affected his publishing career following the *Handbook's* publication. The anniversary story of *The Book Marketing Handbook: Tips and Techniques for the Sale and Promotion of Scientific, Technical, Professional and Scholarly Books and Journals*, will appear in an upcoming issue of *Publishing Research Quarterly*. Watch for it!

The Institute of Physics has announced the appointment of **Professor Robert Brown** as Editorial Director of its journals. Brown is currently Head of Opto-electronic Research and General Manager at **Sharp Laboratories**, Oxford. Professor Brown, 45, a Special Professor at **Nottingham University**, will join **Institute of Physics Publishing** in Bristol on 4 January, 1999, in his new fulltime editorial role. He will be responsible for developing the excellence of the company's 33 research journals, working with the Honorary Editors and the substantial team of in-house staff. Professor Brown has previously served as an Editorial Board member for two of the company's jour-

nals and is co-editor of its book series on optics and opto-electronics.

And I hear that **Audrey** and **Phil Greene** (EBSCO) are retiring! Just a minute! They are WAY TOO YOUNG!

Here is some exciting news from **Ambassador Book Service** and **Gary Herald**, President (who we interviewed in our November issue last year — why not reread it!). **Donald O'Connor**, formerly Marketing Manager at Routledge is now Northeast Marketing Representative based in New York. **Jan Anderson**, formerly of Ameritech, is now Mountain States Marketing Representative based in Provo, Utah. **Stephen Bozich**, formerly of Professional Media Service and WLN, is now West Coast Marketing Representative, based in Los Angeles, California. **Steven Blicht**, formerly a practising attorney for over ten years, has joined the firm as Vice President. And the wonderful **Stuart Grinell** has been appointed domestic sales manager, **Ambassador Media**, a division of **Ambassador Book Service, Inc.** ABS has published its first *1998 Media Resource Guide*, a 400-page compilation of core non-print media for college and university libraries. The guide includes over 6,500 media titles.

In ancient Rome, books were individually produced by hand and had very limited circulation, which meant little income for their authors. It was common practice for authors to dedicate their written works to friends or patrons who were expected to reciprocate with payment in coin or kind. The custom of selling book dedications by authors survived at least into the 18th century.

It is the first such guide organized by academic discipline. The *Guide* is available to clients online at www.absbook.com. ABS introduced its Website at ALA in June 1998. The Website contains over 1.5 million print records and over 6,500 media titles and is fully interactive featuring — browsing/searching, ordering, claiming, cancellation, status report generation, and accounting status! Enjoy!

News is that **Elsevier Science** has signed a letter of agreement to purchase **JAI Press/Ablex**.

Paul Buchanan is the new head of IT at **Academic Book Center**. Read our interview with Martha Whittaker in this issue, page 35.

Dawson Information Services Group (ISG) has announced an agreement with **Mary Ann Liebert, Inc.**, **Lawrence Erlbaum Associates** and **Academic Press** making their journals

available through Dawson's electronic information online product **Information Quest (IQ)**.

As reported in the **Technology Alert Section of the Wall Street Journal Interactive Edition** online (Oct. 6, 1998), **Bertelsmann** is buying 50% of **Barnes &**

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On the Road — Woman with the Striped Dress On...

A glimpse at "Life in the Trenches" — "On the road again/ Just can't wait to get on the road again..."

Column Editor, **Don Jaeger** (Alfred Jaeger, Inc.) <don@ajaeger.com>

*This story was told by **Edna Laughrey** from **Aux Amateurs De Livres**. Now that the travel season is in full swing, I am looking forward to receiving stories from those commercial reps who have been pounding the pavement these last few months. Surely, some of you have encountered some humorous situations that we can all share. Now for Edna's adventure. — DJ*

Woman with the Striped Dress On ... by Edna Laughrey

Participating in the **American Library Association** Conventions has been a major focus of my professional life. I became an active member of ALA within the first year of getting my MLS from the University of Michigan in 1969. Over the years I have encountered several unique experiences as a part of the conference circuit, and it is the first major snafu that I still chuckle about. At that time I was Head of Acquisitions at the **University of Michigan Library** and attending the **Business of Acquisitions Pre-Conference** in Chicago.

In the early evening of the day prior to the pre-conference, I checked into the hotel and found that my roommate, **Harriet Rubeldela**, Head of Acquisitions at the **University of Colorado at Boulder**, was already in the room and not feeling well. She thought she just needed food to settle the feeling of nausea. I quickly unpacked, put my clothes on hangers, and flung the hangers on the rod in the closet.

We soon headed off for food and to search for colleagues who were also staying in the hotel. As we ate, Harriet began to feel better and several other planning committee friends and speakers joined us in the restaurant. Upon

completion of our meal, the group of about eight decided to adjourn to the bar, where we could continue our discussions. Harriet and I did not return to our room until very late, and we immediately went to bed feeling confident about the next few days.

In the morning, we awoke with high hopes about the pre-conference we had helped plan. Our late night discussions had proven that everyone was excited about the topic and that the speakers and discussion leaders were well-prepared.

As I began to prepare for the day, I went to the closet, looked at my dresses and carefully selected the one I would wear on that first day. At this point I encountered a major disaster! As I pulled the dress from the hanger, I discovered that the dress seemed to stick to the wall. I gingerly tugged on the pieces of my dress that would not come loose from the wall and wondered why I was having this strange problem. When I finally got the dress out of the closet, I examined it and found a white streak on the arm and skirt of the dress.

I gently removed another dress from the closet and saw that it too was stuck to the wall. As I removed each dress from the closet, I found, to my horror, that each one was similarly stuck to the wall and had a white stripe on the arm and skirt.


Harriet selected her clothing and had no problem. Only my half of the closet had a sticky substance on the back wall. It almost appeared that the closet had been painted, but who paints half the back wall of the closet? Was this related to Harriet's feeling of nausea the day before? If the issue was a recently painted closet, why would a major hotel rent a room with a freshly painted closet? The

more Harriet and I talked, the stranger the situation seemed to be.

Wearing a lesser stained dress, I carried the most obviously soiled ones to the hotel manager's office. Instead of attending the early sessions of the pre-conference, I spent the next hour with the hotel management staff. They could not believe they had done anything to cause the stains on my dresses. First, the manager, and then the rest of the staff who joined us, flatly refused to believe my story. I insisted they come to the room and look at the wall. As they examined the wall, they accused me of doing something to the wall to make it "tacky." By then I was frustrated and getting angry! Sure enough, the work orders showed that the closet had been painted. They said they would send the dresses to the cleaners, and that the dresses would be back at the hotel that evening.

I went to the pre-conference in my slightly soiled garment, wondering what people would ask about the stains. No one asked.

The cleaners could not remove the stains, because the chemicals would have burned holes in the cloth. There was no time for new clothing, so I spent the entire week wearing clothing with a white stripe on the right side. Can you imagine the humiliation?

Perhaps I should feel content in knowing the stripe was not down the middle of my back! 




Rumors

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Noble's online venture, Barnesandnoble.com, for \$200 million. For the complete story see <http://interactive.wsj.com/articles/>.

This just out as we go to press. A Federal judge in California has ruled that publishers of journals and other collective works do not own the rights to sell the individual articles. The ruling on authors' rights, by U.S. District Judge Fern M. Smith, came in a copyright-infringement case brought in October 1997 by four freelance writers against **UnCover**. Hmmm. This could turn academe on its ear if the ruling holds. It has been appealed. In the meantime, see the *Chronicle of Higher Education*, Monday, October 19, 1998, "Copyright Ruling Could Strengthen Authors' Control Over Writings, Observers Say," by **Goldie Blumenstyk**.

Just heard from **Corrie Marsh** who is now back at **Endeavor**! She will be at the **Charleston Conference**! Look for her.

Whew! That's all the rumors for now. More in December! Happy Thanksgiving! 

Group Therapy

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Similarly, the **University of Buffalo Libraries Health Science Library** maintains a list of active donation programs for books and journals on their Web site at <http://ublib.buffalo.edu/libraries>. Another option is to make the indexes available at another location on campus, thus allowing more users access to the database at the same time.

In short, to save space and to avoid confusion among our users, and because we can think of no compelling reason to keep them, we discard the semi-annual volumes of **CA** after the **Collective Index** arrives. However, the library has just recently subscribed to **SciFinder Scholar**. In order to pay for **SciFinder Scholar** in the future, we are considering not purchasing the 14th **Collective Index**. At that point, deciding what to do with the semi-annual pieces will no longer be an issue. 